# Exhibit A

THE HONORABLE JOHN H. CHUN 1 2 3 4 5 UNITED STATES DISTRICT COURT 6 WESTERN DISTRICT OF WASHINGTON AT SEATTLE 7 8 FEDERAL TRADE COMMISSION, et al., 9 CASE NO.: 2:23-cv-01495-JHC Plaintiffs, STIPULATION REGARDING 10 **DISCOVERY OF** v. **ELECTRONICALLY STORED** 11 **INFORMATION AND** AMAZON.COM, INC., a corporation, [PROPOSED] ORDER 12 Defendant. 13 14 Plaintiffs Federal Trade Commission and the states of New York, Connecticut, New Hampshire, Oklahoma, Pennsylvania, Delaware, Maine, Maryland, Massachusetts, Michigan, 15 Minnesota, Nevada, New Jersey, New Mexico, Oregon, Rhode Island, and Wisconsin, acting by 16 and through their respective Attorneys General ("Plaintiff States," and together with the Federal 17 Trade Commission, "Plaintiffs") and Defendant Amazon.com, Inc. ("Amazon" or "Defendant") 18 (together, the "Parties") hereby stipulate to the following provisions regarding discovery of 19 electronically stored information ("ESI") in this matter: 20 21 **General Principles** 1. An attorney's zealous representation of a client is not compromised by conducting 22

discovery in a cooperative manner. The failure of counsel or the Parties to litigation to cooperate

STIPULATION REGARDING DISCOVERY OF **ELECTRONICALLY** STORED INFORMATION AND [PROPOSED] ORDER CASE NO. 23-CV-01495-JHC

23

24

FEDERAL TRADE COMMISSION 600 Pennsylvania Avenue, NW Washington, DC 20580 (202) 326-2222 9

8

10

11 12

13

14

15

16 17

18

19 20

21

22

23

24

STIPULATION REGARDING DISCOVERY OF ELECTRONICALLY STORED INFORMATION AND [PROPOSED] ORDER PAGE - 2 CASE NO. 23-CV-01495-JHC

in facilitating and reasonably limiting discovery requests and responses raises litigation costs and contributes to the risk of sanctions.

2. As provided in LCR 26(f), the proportionality standard set forth in Fed. R. Civ. P. 26(b)(1) must be applied in each case when formulating a discovery plan. To further the application of the proportionality standard in discovery, requests for production of ESI and related responses should be reasonably targeted, clear, and as specific as possible.

#### **B.** ESI Disclosures

Within 10 days after written responses to discovery requests made under Fed. R. Civ. P. 34 are served, but no earlier than 14 days after entry of this Order, the responding party shall disclose:

- 1. <u>Custodians.</u> An initial list of proposed custodians within its organization (past or present) likely to possess responsive ESI, as well as the potential custodians' job titles, tenure, and a brief summary of their primary responsibilities. The requesting party may identify any additional custodians it believes should be included. The parties will meet and confer about any disputed custodians promptly and in good faith.
- 2. <u>Non-custodial Data Sources.</u> A list of non-custodial data sources (e.g., shared drives, servers), if any, likely to contain discoverable ESI.
- 3. <u>Third-Party Data Sources.</u> A list of third-party data sources, if any, likely to contain discoverable ESI (e.g., third-party email providers, mobile device providers, cloud storage) and, for each such source, the extent to which a party is (or is not) able to preserve information stored in the third-party data source.
- 4. <u>Inaccessible Data.</u> A list of data sources, if any, likely to contain discoverable ESI (by type, date, custodian, electronic system or other criteria sufficient to specifically

FEDERAL TRADE COMMISSION 600 Pennsylvania Avenue, NW Washington, DC 20580 (202) 326-2222 identify the data source) that a party asserts is not reasonably accessible under Fed. R. Civ. P.

from complying with the requirements of a foreign country's data privacy laws, e.g., the European

Union's General Data Protection Regulation (GDPR) (EU) 2016/679. The Parties agree to meet

and confer before including custodians or data sources subject to such laws in any ESI or other

Foreign data privacy laws. Nothing in this Order is intended to prevent any Party

2

26(b)(2)(B).

5.

discovery request.

of the Parties.

3

5

6

7

8

## C.

9 10

11

12

13

14 15

16 17

18

19

20

21

22

23

24

STIPULATION REGARDING DISCOVERY OF **ELECTRONICALLY** STORED INFORMATION AND [PROPOSED] ORDER CASE NO. 23-CV-01495-JHC

FEDERAL TRADE COMMISSION 600 Pennsylvania Avenue, NW

Washington, DC 20580 (202) 326-2222

**ESI Discovery Procedures** 1. On-site inspection of electronic media. Such an inspection shall not be required absent a demonstration by the requesting party of specific need and good cause or by agreement

- 2. <u>Search methodology</u>. The Parties shall timely confer to attempt to reach agreement on appropriate search terms and queries, file type and date restrictions, data sources (including custodians), and other appropriate computer- or technology-aided methodologies. The Parties may propose modifications to the search terms proposed by any Party, and the Parties shall continue to cooperate in revising the appropriateness of the search methodology.
- a) The producing party shall disclose the data sources (including custodians), search terms and queries, any file type and date restrictions, and the use of technology-assisted review ("TAR"). The producing party shall provide unique hit counts for each search query.
- b) After disclosure, the Parties will engage in a meet and confer process regarding additional terms sought by the non-producing party.
- c) The following provisions apply to search terms / queries of the requesting party. Focused terms and queries should be employed; broad terms or queries, such as product

and company names, generally should be avoided. A conjunctive combination of multiple words or phrases (e.g., "computer" and "system") narrows the search and shall count as a single search term. A disjunctive combination of multiple words or phrases (e.g., "computer" or "system") broadens the search, and thus each word or phrase shall count as a separate search term unless they are variants of the same word. The producing party may identify each search term or query returning overbroad results demonstrating the overbroad results and a counter proposal correcting the overbroad search or query.

- d) If a party seeks to use TAR during its search methodology, it shall notify the other Parties in the litigation of its intent to do so. At that time, the responding party shall provide a description of its proposed TAR methodology. Following this notification, the Parties will meet and confer regarding the TAR methodology.
- 3. <u>Format.</u><sup>1</sup> ESI will be produced in the formats set out in Appendix A to this stipulation. If particular ESI warrants a different format or method of production, the Parties may request to produce that ESI in an alternative format or method of production than set out in

<sup>1</sup> Documents that are not produced in the first instance in this litigation, *i.e.*, documents first

reasonably useful format and provided that the producing party informs all other Parties, prior to or at the time of production, that the production will be in a nonconforming format. The Parties

productions by Amazon in the FTC's investigation or in related cases were made pursuant to the

respective parties' agreements at the time and shall not be reproduced in different formats in this

reserve the right to object to a nonconforming format and to make reasonable requests for the production of such documents in a conforming format to the extent that such reproduction does

not impose an undue burden on the producing party. The parties agree that, in general, the

produced in the FTC's investigation or in related cases, shall be produced in the format of document productions in those other matters, provided that those re-productions are in a

15 16

1

2

3

5

6

7

8

10

11

12

13

14

17

18

19

20

21

2223

24

litigation.
STIPULATION REGARDING DISCOVERY OF
ELECTRONICALLY
STORED INFORMATION AND [PROPOSED] ORDER
PAGE - 4
CASE NO. 23-CV-01495-JHC

FEDERAL TRADE COMMISSION

1	
2	
3	
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	
16	
17	
18	
19	
20	
21	

Appendix A. In such case the Parties agree to cooperate in good faith to arrange for a mutually acceptable production format.

- a) ESI will be produced to the requesting party with searchable text, in the format described in Appendix A.
- b) Unless otherwise agreed to by the Parties, or required by a reasonable redaction process, files that are not easily converted to image format, such as spreadsheets, databases, and drawing files, will be produced in native format with extracted text and metadata. Unless otherwise agreed to by the Parties, for all other files, native files shall be produced upon reasonable request within 14 days.
- c) Each document image file shall be named with a unique number (Bates Number). Bates numbers should not be more than thirty characters long or contain spaces.
- d) If a document is more than one page, the unitization of the document and any attachments and/or affixed notes shall be maintained as they existed in the original document.
- e) The Parties shall produce their information in the following format: single-page images and associated multi-page text files containing extracted text or with appropriate software load files containing all information required by the litigation support system used by the receiving party.
- f) Unless otherwise agreed to by the Parties, the full text of each electronic document shall be extracted ("Extracted Text") and produced in a text file. The Extracted Text shall be provided in searchable ASCII text format (or Unicode text format if the text is in a foreign language) and shall be named with a unique Bates Number (*e.g.*, the unique Bates Number of the first page of the corresponding production version of the document followed by its file extension).

23

24

22

custodial and non-custodial data sources after disclosure to the requesting party, and the duplicate

custodian information removed during the de-duplication process shall be tracked in a

technology to identify email threads and need only produce the unique most inclusive copy and

related family members and may exclude lesser inclusive copies, except if the lesser inclusive

copies include unique family members, in which case the lesser inclusive copies and related

family members shall also be produced. Upon reasonable request, the producing party will

Character Recognition technology and searchable ASCII text files will be produced (or Unicode

text format if the text is in a foreign language), unless it will not result in accurate or reasonably

Bates Number (e.g., the unique Bates Number of the first page of the corresponding production

following scanning into appropriate segments and custodial information will be provided in the

The Parties acknowledge that they have a common law obligation, as expressed in Fed.

R. Civ. P. 37(e), to take reasonable and proportional steps to preserve discoverable information

in the party's possession, custody, or control. With respect to preservation of ESI, the Parties

useable/searchable ESI, like handwritten documents. Each file will be named with a unique

version of the document followed by its file extension). These documents will be unitized

<u>Hard-Copy Documents</u>. Hard-copy documents will be scanned using Optical

duplicate/other custodian field in the database load file.

<u>De-duplication</u>. The Parties may de-duplicate their ESI production across

Email Threading. Subject to Paragraph E(4) below, the Parties may use analytics

1 2

4.

5.

6.

produce a less inclusive copy.

**Preservation of ESI** 

- 3
- 4
- 5
- 7
- 8
- 0
- 10
- 11
- 12
- 13
- 14
- 15
- 16
- 17
- 18

load files.

agree as follows:

D.

- 19
- 20
- 21
- 22
- 23
- 24

FEDERAL TRADE COMMISSION

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22

- 1. Absent a showing of good cause by the requesting party, the Parties shall not be required to modify the procedures used by them in the ordinary course of business to back-up and archive data; provided, however, that the Parties shall take reasonable and proportional steps to preserve all discoverable ESI in their possession, custody, or control.
- 2. The Parties agree that only unique, non-duplicative sources of discoverable Documents need to be preserved.
- 3. Absent a showing of good cause by the requesting party, the categories of ESI that need not be preserved include, but are not limited to:
  - a. Deleted, slack, fragmented, or other data only accessible by forensics.
  - b. Random access memory (RAM), temporary files, or other ephemeral data that are difficult to preserve without disabling the operating system.
  - c. On-line access data such as temporary internet files, history, cache, cookies, and the like.
  - d. Data in metadata fields that are frequently updated automatically, such as last-opened dates (see also Section (E)(5)).
  - e. Interim automatically saved drafts.
  - f. Back-up data that are duplicative of data that are more accessible elsewhere.
  - g. Server, system or network logs.
  - h. Data remaining from systems no longer in use that is unintelligible on the systems in use.
  - i. Electronic data (*e.g.*, email, calendars, contact data, and notes) sent to or from mobile devices (*e.g.*, iPhone, iPad, Android devices), provided that a copy of all such electronic data is automatically saved in real time elsewhere (such as on a server, laptop, desktop computer, or "cloud" storage).

## E. Privilege

23

24

1. The Parties will discuss in good faith the production of privilege logs.

STIPULATION REGARDING DISCOVERY OF ELECTRONICALLY STORED INFORMATION AND [PROPOSED] ORDER PAGE - 7 CASE NO. 23-CV-01495-JHC FEDERAL TRADE COMMISSION 600 Pennsylvania Avenue, NW Washington, DC 20580 (202) 326-2222

## F. Non-Party Discovery

- 1. A party that issues a non-party subpoena (the "Issuing Party") shall include a copy of this ESI Protocol with the subpoena.
- 2. The Issuing Party shall be responsible for producing any documents obtained under a subpoena to all other parties within 10 days. The Issuing Party shall not be responsible for the format of such production and shall produce the documents in the same format that they were produced by the non-party.
- 3. If the non-party production is not Bates-stamped, the Issuing Party shall endorse the non-party production with unique prefixes and Bates numbers prior to producing them to all other parties.

14

13

1

2

3

4

5

6

7

8

10

11

12

1516

17

18

19

20

21

22

23

24

STIPULATION REGARDING DISCOVERY OF ELECTRONICALLY STORED INFORMATION AND [PROPOSED] ORDER PAGE - 8 CASE NO. 23-CV-01495-JHC FEDERAL TRADE COMMISSION

(202) 326-2222

1		spectfully submitted,
		DRAFT USANI A. MUSSED (DC Dog # 1521496)
2		JSAN A. MUSSER (DC Bar # 1531486) DWARD H. TAKASHIMA (DC Bar # 1001641)
3		AVID B. SCHWARTZ (NY Reg. # 4947925)
	DA	ANIELLE C. QUINN (NY Reg. # 5408943)
4		MILY K. BOLLES (NY Reg. # 5408703)
_		deral Trade Commission  O Pennsylvania Avenue, NW
5		ashington, DC 20580
6		1.: (202) 326-2122 (Musser)
		(202) 326-2464 (Takashima)
7	En	nail: smusser@ftc.gov
o		etakashima@ftc.gov dschwartz1@ftc.gov
8		dquinn@ftc.gov
9		ebolles@ftc.gov
10	At	torneys for Plaintiff Federal Trade Commission
11		
	s/ Michael Jo	s/ Alexandra C. Sosnowski
12	Michael Jo (admitted <i>pro hac vice</i> )	Alexandra C. Sosnowski (admitted <i>pro hac</i>
	Assistant Attorney General, Antitrust Bureau New York State Office of the Attorney	vice) Assistant Attorney General
13	General	Consumer Protection and Antitrust Bureau
14	28 Liberty Street	New Hampshire Department of Justice
	New York, NY 10005	Office of the Attorney General
15	Telephone: (212) 416-6537 Email: Michael.Jo@ag.ny.gov	One Granite Place South
1.0	Counsel for Plaintiff State of New York	Concord, NH 03301 Telephone: (603) 271-2678
16	Countier for I territify State of Iven Ione	Email: Alexandra.c.sosnowski@doj.nh.gov
17	s/ Rahul A. Darwar	Counsel for Plaintiff State of New Hampshire
	Rahul A. Darwar (admitted <i>pro hac vice</i> )	(0.11.1.0.1.1
18	Assistant Attorney General Office of the Attorney General of Connecticut	<ul><li>s/ Caleb J. Smith</li><li>Caleb J. Smith (admitted pro hac vice)</li></ul>
19	165 Capitol Avenue	Assistant Attorney General
19	Hartford, CT 06016	Consumer Protection Unit
20	Telephone: (860) 808-5030	Office of the Oklahoma Attorney General
	Email: Rahul.Darwar@ct.gov	15 West 6th Street, Suite 1000
21	Counsel for Plaintiff State of Connecticut	Tulsa, OK 74119 Telephone: (918) 581-2230
22		Email: <u>caleb.smith@oag.ok.gov</u>
22		Counsel for Plaintiff State of Oklahoma
23		
24	STIPULATION REGARDING DISCOVERY OF ELECTRONICALLY	FEDERAL TRADE COMMISSION 600 Pennsylvania Avenue, NW
	STORED INFORMATION AND [PROPOSED] ORDI	
	PAGE - 9	(202) 326-2222

PAGE - 9

CASE NO. 23-CV-01495-JHC

s/ Jennifer A. Thomson <u>/s Michael MacKenzie</u> Jennifer A. Thomson (admitted *pro hac vice*) Michael Mackenzie (admitted pro hac vice) Senior Deputy Attorney General Deputy Chief, Antitrust Division Pennsylvania Office of Attorney General Office of the Massachusetts Attorney General Strawberry Square, 14th Floor One Ashburton Place, 18th Floor Harrisburg, PA 17120 Boston, MA 02108 Telephone: (717) 787-4530 Telephone: (617) 963-2369 Email: jthomson@attorneygeneral.gov Email: michael.mackenzie@mass.gov Counsel for Plaintiff Commonwealth of Counsel for Plaintiff Commonwealth of 5 Pennsylvania Massachusetts 6 <u>s/ Michael A. Undorf</u> s/ Scott A. Mertens Michael A. Undorf (admitted *pro hac vice*) Scott A. Mertens (admitted pro hac vice) Deputy Attorney General **Assistant Attorney General** Michigan Department of Attorney General Delaware Department of Justice 525 West Ottawa Street 820 N. French St., 5th Floor Wilmington, DE 19801 Lansing, MI 48933 Telephone: (302) 683-8816 Telephone: (517) 335-7622 Email: michael.undorf@delaware.gov Email: MertensS@michigan.gov 10 Counsel for Plaintiff State of Delaware Counsel for Plaintiff State of Michigan 11 s/ Christina M. Moylan s/ Zach Biesanz Zach Biesanz (admitted *pro hac vice*) Christina M. Moylan (admitted *pro hac vice*) 12 **Assistant Attorney General** Senior Enforcement Counsel Chief, Consumer Protection Division Office of the Minnesota Attorney General 13 Office of the Maine Attorney General 445 Minnesota Street, Suite 1400 6 State House Station Saint Paul, MN 55101 14 Telephone: (651) 757-1257 Augusta, ME 04333-0006 Telephone: (207) 626-8800 Email: zach.biesanz@ag.state.mn.us 15 Counsel for Plaintiff State of Minnesota Email: christina.moylan@maine.gov Counsel for Plaintiff State of Maine 16 s/ Lucas J. Tucker Lucas J. Tucker (admitted pro hac vice) 17 s/ Gary Honick Gary Honick (admitted *pro hac vice*) Senior Deputy Attorney General **Assistant Attorney General** Office of the Nevada Attorney General 18 Deputy Chief, Antitrust Division 100 N. Carson St. Office of the Maryland Attorney General Carson City, NV 89701 200 St. Paul Place Telephone: (775) 684-1100 Email: LTucker@ag.nv.gov Baltimore, MD 21202 20 Telephone: (410) 576-6474 Counsel for Plaintiff State of Nevada Email: Ghonick@oag.state.md.us 21 Counsel for Plaintiff State of Maryland 22 23

STIPULATION REGARDING DISCOVERY OF ELECTRONICALLY STORED INFORMATION AND [PROPOSED] ORDER PAGE - 10 CASE NO. 23-CV-01495-JHC

24

FEDERAL TRADE COMMISSION

1	s/ Ana Atta-Alla	s/ Stephen N. Provazza
	Ana Atta-Alla (admitted pro hac vice)	Stephen N. Provazza (admitted <i>pro hac vice</i> )
2	Deputy Attorney General	Special Assistant Attorney General
	New Jersey Office of the Attorney General	Chief, Consumer and Economic Justice Unit
3	124 Halsey Street, 5th Floor	Department of the Attorney General
	Newark, NJ 07101	150 South Main Street
4	Telephone: (973) 648-3070	Providence, RI 02903
	Email: Ana.Atta-Alla@law.njoag.gov	Telephone: (401) 274-4400
5	Counsel for Plaintiff State of New Jersey	Email: <a href="mailto:sprovazza@riag.ri.gov">sprovazza@riag.ri.gov</a>
		Counsel for Plaintiff State of Rhode Island
6	s/ Jeffrey Herrera	
	Jeffrey Herrera (admitted pro hac vice)	s/ Gwendolyn J. Cooley
7	Assistant Attorney General	Gwendolyn J. Cooley (admitted <i>pro hac vice</i> )
	New Mexico Office of the Attorney General	Assistant Attorney General
8	408 Galisteo St.	Wisconsin Department of Justice
	Santa Fe, NM 87501	Post Office Box 7857
9	Telephone: (505) 490-4878	Madison, WI 53707-7857
	Email: jherrera@nmag.gov	Telephone: (608) 261-5810
10	Counsel for Plaintiff State of New Mexico	Email: cooleygj@doj.state.wi.us
		Counsel for Plaintiff State of Wisconsin
11	s/Timothy D. Smith	
	Timothy D. Smith, WSBA No. 44583	
12	Senior Assistant Attorney General	
	Antitrust and False Claims Unit	
13	Oregon Department of Justice	
	100 SW Market St	
14	Portland, OR 97201	
	Telephone: (503) 934-4400	
15	Email: tim.smith@doj.state.or.us	
	Counsel for Plaintiff State of Oregon	
16		
1.7		
17		MORGAN, LEWIS & BOCKIUS LLP
10		WORGAN, LEWIS & BOCKIUS LLI
18		
10		By: s/DRAFT
19		Patty A. Eakes, WSBA #18888
20		Molly A. Terwilliger, WSBA #28449
20		1301 Second Avenue, Suite 2800
21		Seattle, WA 98101
21		Phone: (206) 274-6400
22		Email: patty.eakes@morganlewis.com
22		molly.terwilliger@morganlewis.com
23		WILLIAMS & CONNOLLY LLP
24	STIPULATION REGARDING DISCOVERY OF	FEDERAL TRADE COMMISSION
- '	ELECTRONICALLY	600 Pennsylvania Avenue, NW
	STORED INFORMATION AND [PROPOSED] ORDER	Washington, DC 20580
	PAGE - 11	(202) 326-2222

CASE NO. 23-CV-01495-JHC

## Case 2:23-cv-01495-JHC Document 194-1 Filed 04/12/24 Page 13 of 22

DRAFT

1		
1		Heidi K. Hubbard (pro hac vice)
2		Kevin M. Hodges (pro hac vice)
2		680 Maine Avenue SW Washington, DC 20024
3		Phone: (202) 434-5000
4		Email: <a href="mailto:hhubbard@wc.com">hhubbard@wc.com</a>
_		khodges@wc.com
5		COVINGTON & BURLING LLP
6		Thomas O. Barnett (pro hac vice)
7		One CityCenter
		850 Tenth Street, NW
8		Washington, DC 20001-4956 Phone: (202) 662-5407
9		Email: tbarnett@cov.com
		Zimani <u>comiteti e controlli</u>
10		Attorneys for Defendant Amazon.com, Inc.
11		
12		
13		
14		
15		
16		
17		
18		
19		
20		
21		
22		
23		
24	STIPULATION REGARDING DISCOVERY OF	FEDERAL TRADE COMMISSION
<b>∠</b> →	ELECTRONICALLY	600 Pennsylvania Avenue, NW

STIPULATION REGARDING DISCOVERY OF ELECTRONICALLY STORED INFORMATION AND [PROPOSED] ORDER PAGE - 12 CASE NO. 23-CV-01495-JHC

## Case 2:23-cv-01495-JHC Document 194-1 Filed 04/12/24 Page 14 of 22

DRAFT

1	ORDI	E <b>R</b>
2	Based on the foregoing, IT IS SO ORDERE	ED.
3	DATED:	
4		
5		The Honorable John H. Chun UNITED STATES DISTRICT JUDGE
6		
7		
8		
9		
10		
11		
13		
14		
15		
16		
17		
18		
19		
20		
21		
22		
23	STIPULATION REGARDING DISCOVERY OF ELECTRONICALLY	FEDERAL TRADE COMMISSION 600 Pennsylvania Avenue, NW
24	STORED INFORMATION AND [PROPOSED] ORDER PAGE - 13 CASE NO. 2:23 ov 01405 IHC	Washington, DC 20580 (202) 326-2222

#### APPENDIX A

#### PRODUCTION FORMAT PROTOCOL

#### A. Production Components.

- 1. A directory containing images of every page of every document in the production, Bates-numbered sequentially.
- 2. A directory containing native files for a subset of the documents, each file named with the Bates number of the first page of the document it represents and the confidentiality designation being used, with no additional text beyond this, and with the same extension as the original native file type of the document.
- 3. A directory containing OCR or Extracted Text files, one file per document, each file named with the Bates number of the first page of the document it represents with no additional text beyond this, followed by ".txt" suffix.
- 4. A Load File containing Bates ranges and Metadata for each document.

#### **B.** Production Format.

All documents shall be produced in the following formats when reasonably feasible:

- 1. <u>Electronic Production of Paper Documents</u>. Documents that are maintained in paper format shall be scanned as document level PDF files or black and white images at 300 x 300 dots per inch (DPI) or greater resolution, in single-page Group IV TIFF format, and shall reflect the full and complete information contained in the original document. Hard copy documents shall be produced with associated OCR files at the same time that the PDF or TIFF files are produced and with a Load File that includes at least the following Metadata fields: Begin Bates; End Bates; Begin Family; End Family; Pages; TextPath; Placeholder; File Extension; Custodian; All Custodians; Confidentiality; and Redacted, as those fields are described in Section IV, below. When subjecting physical documents to an OCR process, the settings of the OCR software shall maximize text quality over process speed. Any settings such as "auto-skewing" or "auto-rotation," should be turned on when documents are run through the process. Paper documents that contain fixed notes shall be scanned with the notes affixed, if it can be done so in a manner so as not to obstruct other content on the document. If the content of the document is obscured by the affixed notes, the document and notes shall be scanned separately.
- 2. Production of Electronically Stored Information (ESI). Unless otherwise specified, document images shall be generated from electronic documents in a set of document level PDF or single page Group IV TIFF images that reflect the full and complete information contained on the original document. In the event a document is redacted, the producing party shall withhold the redacted text for that document. The failure to withhold such text for a redacted document by a producing party shall not be deemed a waiver of the privilege associated with that document.
- 3. File Structure. The producing party shall produce the following sets of files with each

#### production.

#### a. Load File.

- (1) Each production has one load file, in "Concordance" style .DAT format.
- (2) Values must be enclosed by b (ASCII Decimal 254).
- (3) Values must be separated by the "Device Control 4" character, ASCII decimal 20.
- (4) First line must contain the column/field names (set forth in Section IV, below).
- (5) The fields Begin Bates and End Bates must be present, and the first fields listed in the load file.
- (6) The field NativePath must be present if native files are included in the document production.
- (7) Each subsequent row must contain the Metadata for one document.
- (8) Every row must have the same number of columns/fields (empty values are acceptable).
- (9) Text must be encoded in UTF-8.
- (10) File should be placed in the root directory or a directory labeled "DATA."

#### b. OCR and Extracted Text Files (.TXT Files).

- (1) A single text file for each document containing all the document's pages, in text.
- (2) Pages separated by form feed character (decimal 12, hex 0xC).
- (3) Filenames should be of the form: <Bates num>.txt, where <Batesnum> is the Bates number of the first page of the document.
- (4) Text must be encoded in UTF-8.
- (5) Files should be placed in a directory labeled "TEXT."

#### c. <u>Image Files.</u>

- (1) Document level PDF or Single-page Group IV TIFF images for each document, containing all images for that document.
- (2) Filenames should be of the form: <Bates num>.<ext>, where <Bates num> is the BATES number of the first page of the document (i.e., the "Begin Bates" number), and <ext> is the appropriate extension for the image format (.pdf or .tiff).
- (3) Files should be placed in the "IMAGES" subdirectory.
- 4. <u>Illegible Documents.</u> If a produced document cannot be read because of apparent imaging or formatting problems or other issues relating to the collection or production of documents, the receiving party may request a re-production from the producing party. The parties shall meet and confer to discuss the nature of the issues and any obstacles to re-production.
- 5. <u>Native Format Documents</u>. The parties recognize that it may be appropriate for certain documents to be produced in native format, such as spreadsheets, engineering drawings, presentations or slides, and audio and video files. In all cases, unless there is no textual

content, an OCR or Extracted Text file shall be produced along with the native file. The receiving party may request that the producing party produce additional file types of electronic documents in native format where the converted image format distorts or causes the information to be improperly displayed, or for which there is no visual representation, such as audio files. Prior to producing any confidential information as defined in any applicable Protective Order entered herein in native format, the producing party and the receiving party shall meet and confer to establish additional procedures, to the extent necessary, for the protection of information contained in native files.

- a. Excel and Access Databases. To the extent that responsive documents exist in Excel or another database program, documents shall be produced in native format unless the document needs to be redacted. To the extent that the document format constitutes a database created or maintained in Access or another software program, documents shall be produced in their native format, where reasonably feasible. If a database is based upon proprietary software, the parties shall meet and confer regarding the format of production, which shall be a reasonably feasible format, to enable review by the receiving party. An image placeholder shall be provided for each document produced in native format. Each placeholder shall contain the phrase "DOCUMENT PRODUCED IN NATIVE FORMAT," or something similar, and shall contain the Bates number corresponding to the native file.
- b. <u>PowerPoint Presentations (PPT)</u>. PPT presentations should be produced in native format (*e.g.*, as .PPT files). PPT presentations shall also be produced in full document PDF or single-page TIFF format, along with speaker notes. The linked native file name should also match the Begin Bates field with the appropriate file extension. Any hidden slides or speakers notes should be included in PPT presentations.
- c. <u>Audio and Video Data</u>. Parties should make best efforts to ensure care is taken for collection and production of any responsive audio and/or video data, and to preserve any Metadata that may be associated with those items. These data types may be stored in audio or video recordings, voicemail text messaging, and related/similar technologies.
- d. Word Documents (or similar). Microsoft Word documents (.DOC, .DOCX, or substantially similar non-Microsoft file formats) should be produced in full document PDF or single-page TIFF format for each document, containing all images for that document, and should be imaged in a manner that captures tracked changes and comments. To the extent a receiving party believes the converted image format distorts, omits, or causes information to be improperly displayed, the receiving party may request the document in native format and the producing party shall meet and confer to attempt to resolve the problem(s).
- e. To the extent the producing party produces a document in native format, the following specifications apply:

- (1) Filenames must be unique in the production, unless the content is identical. Files should be named for the starting Bates number of the associated document.
- (2) The filename must retain the file extension corresponding to the original native format (*e.g.*, an Excel 2003 spreadsheet's extension must be .xls).
- 6. Color. A party that received a production may make reasonable requests that color images be produced for particular documents where color provides significant benefit to interpret the contents of the relevant documents. The production of documents/or ESI in color shall be made in single-page JPEG format (300 DPI). All requirements for productions stated in this ESI Agreement regarding productions in TIFF format apply to any productions of documents and/or ESI in color made in such an alternative format. Reasonable requests that a document be produced in color for the reasons set for in this Paragraph will not be unreasonably denied by the producing party. If a producing party wishes to object, it may do so by responding in writing and setting for its objection(s) to the production of the requested document in color.
- 7. Production Media. A producing party may produce documents electronically (via secure FTP, for example), or on an external hard drive, DVD, CD-ROM, or such other readily accessible computer or electronic media as the producing party and the receiving party may hereafter agree upon (the "Production Media"). Production Media should be labeled on its face with the production date, the production volume, the Bates range contained on the Production Media, and any confidentiality notation that may be required by the Protective Order entered in this case. Where not practicable to label Production Media on its face, a letter or email with the required information should be provided. If the producing party encrypts or "locks" the production, the producing party shall include, under separate cover, instructions regarding how to decrypt the files, and any necessary passwords.
- 8. <u>Document Unitization</u>. When scanning paper documents into document images as described in Section III.C.1., they shall be unitized in a manner so as to maintain the document(s) and any attachments as they existed in their original state, as reasonably feasible. Any applicable folder structure information should also be provided. Responsive attachments to e-mails stored shall be produced contemporaneously and sequentially immediately after the parent e-mail.
- 9. <u>Duplicates</u>. A producing party who has more than one identical copy of an electronic document (i.e., the documents are actual duplicates) need only produce a single copy of that document. For avoidance of doubt, a producing party may de-duplicate actual duplicate documents across custodians, but all custodians should be identified in the All Custodians field.
- 10. <u>Bates Numbering</u>. Each producing party shall Bates number its production(s) as follows:

- a. Each Bates number should consist of a unique identifier consisting of a prefix, followed by nine numbers (e.g., ABC00000001). The prefix should be substantially similar for all pages produced by the same producing party throughout this litigation. Each page of a document must have its own Bates number, and Bates numbers should be sequential.
- b. <u>Document Images</u>. Each page of a produced document shall have a legible, unique page identifier (Bates number) electronically "burned" onto the image at a location that does not unreasonably obliterate, conceal, or interfere with any information from the source document. No other legend or stamp should be placed on the document other than a confidentiality designation (where applicable), a privilege designation, or a redaction notification (where applicable). For confidential documents the confidentiality designation shall be "burned" onto each document's image at a location that does not unreasonably obliterate or obscure any information from the source document.
- c. <u>Native Format Documents</u>. In order to preserve the integrity of any native format documents that will be produced, no Bates number, confidentiality legend or redaction information should be added to the content of the native format document. Each native should have an individual Bates number assigned.
- 11. <u>Linked Files and Collaborative Work Environments</u>. Producing parties will make reasonable efforts to identify hyperlinks to internal document repositories that are contained in responsive, non-privileged emails. Amazon's "internal document repositories" will consist of

Plaintiffs' "internal document repositories" will consist of \_\_\_\_\_. A producing party will provide a metadata overlay with its productions listing the hyperlinks found in each produced email. Upon a request from a receiving party, the producing party shall make reasonable efforts to retrieve the underlying documents for a reasonable number of specifically identified hyperlinks. In general, an attempt to programmatically retrieve the underlying documents based on the hyperlinks will constitute a reasonable effort. However, for particular documents, parties may request further efforts for good cause on a document-by-document basis. The producing party shall produce such underlying documents, with metadata connecting the underlying linked document to the hyperlink. But the parties acknowledge that links may be broken or otherwise unavailable for a wide range of reasons, often resulting in low retrieval rates. Moreover, the document retrieved may be the version that existed at the time of collection and not necessarily the version that existed at the time of the email containing the hyperlink. A producing party makes no representation that the recipient(s) of a hyperlink ever actually opened or viewed the hyperlinked document.

#### C. Metadata

For scanned hard copy documents, the producing party will provide the Metadata fields below:

FIELD NAME	FIELD DESCRIPTION	
Begin Bates	The production Bates number associated with the first page of a	

	document.
End Bates	The production Bates number associated with the last page of a document.
BeginFamily	Begin Bates number of first page of the parent Document of family of documents.
EndFamily	End Bates number of the last page of last attachment to a family of documents.
Pages	Total number of pages in the document.
TextPath	Link to text file for the document.
Placeholder	Whether a document has a placeholder image.
File Extension	The extension of the file.
Custodian	Identification of custodian(s) from whom the file was sourced.
All Custodians	Identification of all custodians of the document.
Confidentiality	Confidentiality designation assigned to the document.
Redacted	Whether a Document has redactions (Y/N).
Production Volume	Production volume number (e.g., VOL001, VOL002, etc.).
Producing Party	Name of party producing the document.

For ESI and documents that were originally stored in electronic format, all fields below should be provided if required information is available. Unless otherwise agreed to by the parties, the field-naming conventions shall be as stated below, and shall be consistently applied across all productions:

FIELD NAME	FIELD DESCRIPTION
Begin Bates	The production Bates number associated with the first page of a document.
End Bates	The production Bates number associated with the last page of a document.
BeginFamily	Begin Bates number of first page of the parent document of family of attachments.
EndFamily	End Bates number of the last page of last attachment to a family of documents.
AttachCount	Number of document attachments.
AttachNames	Native file names of each individual attachment, separated by semicolons.
Custodian	Identification of the custodian(s) from whom the file was sourced.
All Custodians	Identification of all custodians who the producing party agreed to produce and where a duplicate of the document was de-duplicated when processing the documents.

FIELD NAME	FIELD DESCRIPTION
File Path	The file path from which the document was collected.
All Paths	Identification of all file paths for duplicate copies.
Author	Author field extracted from the Metadata of a document or other creator identified for the document
From	From field extracted from the Metadata of an email message.
To	To field extracted from the Metadata of an email message.
Cc	Cc field extracted from the Metadata of an email message.
Bcc	Bcc field extracted from the Metadata of an email message.
Pages	Total number of pages in the document.
Date Received	Datetime received (MM/DD/YYYY HH/MM/SS).
Date Sent	Datetime sent (MM/DD/YYYY HH/MM/SS).
Date Created	Datetime created (MM/DD/YYYY HH/MM/SS).
Date Modified	Datetime that a Document was last modified (MM/DD/YYYY HH/MM/SS).
Last Modified By	Identification of person(s) who last modified a document.
Message Id	Unique Message Id.
In Reply To	Message ID of email that instant email is in reply to.
Title	Title field value extracted from the Metadata of the Native File.
Subject	Subject line extracted from an email, e-document or e-attachment.
Filename	The full name of the Native File.
File Extension	The extension of the file.
File Size	The size of the file in bytes.
MD5 Hash	The MD5 hash value of a document.
Document Type	Document type.
Application	Name of the application used to open the file.
NativePath	The relative path to the native file for this document.
TextPath	The relative path to the text file for this document.
Redacted	Whether a document has redactions (Y/N).
Placeholder	Whether a document has a placeholder image.
Confidentiality	Level of confidentiality assigned.
Track Changes	Document has track changes (Y/N).
Hidden Content	Identifies documents with hidden content ( <i>i.e.</i> , hidden rows, columns, sheets, or slides).
Speaker Notes	Document has speaker notes (Y/N).
Has Comments	Indicates there are comments in the document.
Production Volume	Production volume number (e.g., V001, V002, etc.).

FIELD NAME	FIELD DESCRIPTION
Producing Party	Name of party producing the document.

The parties are not obligated to populate manually any of the fields identified above for either hard copy documents or ESI if such fields cannot be extracted from a document, with the exception of the following for each of hard copy documents and ESI: (a) Begin Bates, (b) End Bates, (c) BeginFamily (d) EndFamily, (e) Custodian, (f) All Custodians, (g) Confidentiality, (h) Redactions, (i) NativePath (for ESI), (k) TextPath, and any known Date information (Date Received, Date Sent, Date Created, and/or Date Modified).